

# IT'S TIME TO CHALLENGE YOUR LIMITS!

## Business Development Officer VACANCIES IN HOUSING LOAN SALES

The role holder is responsible for achieving the assigned targets monthly & annually in the allotted products / segments through executing the sales process.

### The Job

- Sourcing of prospects for the assigned products/ segments
- Achieving the set budgets on calls/ visits/ promotions and business development activities assigned
- Achieving set acquisition budgets monthly/ annually
- Ensure genuine acquisition through proper KYC and documentation
- Ensure high quality customer service rendered throughout the process and post sales
- Capitalizing on cross selling opportunities available
- Ensure stipulated operational & compliance guidelines are adhered during the sales process
- Driving the sales team for a given product/ segment targets
- Ensuring efficient customer service and manage client relationships
- Leading and motivating the sales team
- Recruiting and training the respective team members

### Applicant profile

- Full/ Part qualification relating to Sales/ Marketing/ Banking or any other related professional area
- A minimum of 3 years on the job sales experience is a must
- Prior experience in the Personal Financial Services would be an added advantage
- Demonstrate strong coordinating & Organizing Skills
- Possess strong People Management & Communication skills
- Being a Team Player and ability to work under pressure

Please login to <https://www.ndbbank.com/careers> to apply on or **before 20<sup>th</sup> August 2023**

Selected candidates will be recruited on Permanent Basis

We will correspond only with the shortlisted applicants



“We are an equal opportunity Employer”

011 744 8888  [www.ndbbank.com](http://www.ndbbank.com)

A- (Ika) Fitch Rating - National Development Bank PLC (PQ.27) is a licensed commercial bank supervised by the Central Bank of Sri Lanka. NDB Bank is a member of the NDB Group, the largest financial services conglomerate in Sri Lanka.

 **NDB bank**

The future is banking on us